

Welcome to ICN

Oil and Gas Industry Briefing

\$30B Browse LNG Project



Peter Yates
ICN Executive Director

Capability register or update
www.icnvic.org.au

Presenters

- George Gasparotto – ICN Vic Resources Team
- Dale Thompson – Enterprise Connect
- Robert Wilson – Managing Director, Wilson Transformer Company (WTC)
- Colby Hauser – Senior Consultant, ICN WA
- Questions / Answer session
- Networking until 7pm

George Gasparotto
ICN Vic Business Capability Adviser -
Resources

High Performance & Emerging Industries

Introduction

- \$430 billion in Australian minerals and energy projects
- Mining Industry will spend a record \$82.1 billion in the year ahead up \$47.2 billion
- Severe pressures impacting on the non minerals industries, especially manufacturing
- How ICN will assist Victorian industry / manufacturing take advantage of the resources boom?

High Performance & Emerging Industries

The Program

- ICN will identify opportunities from major projects around Australia
- The target resource sectors are Mining, Oil & Gas
- ICN Resources Team established

Michael Fairbairn – Team Leader

James Ewenson – Mining Sector

George Gasparotto – Oil & Gas Sector

Industry Researcher - TBA



High Performance & Emerging Industries

Program - Engagement Strategy

- Victorian industry capability
- new business opportunities
- business matching opportunities
- import replacement opportunities
- local sourcing opportunities
- potential export opportunities

High Performance & Emerging Industries

Program - Mapping and Listing

- ICN will develop a list of capable suppliers
- Map the capability that exists
- Work closer with key stakeholders and associations
 - The Victorian Government (DBI)
 - DIISR - Aus Industry
 - MESCA - AiG
 - AUSEN - ENG
 - Austrade & Enterprise Connect

High Performance & Emerging Industries

Program – Opportunity Facilitation/Promotion

- Promote opportunities
- Relationship with Project Proponents & EPC's
- Opportunity identification / dissemination
 - industry briefings
 - Posting opportunities on ICN Gateway
 - Development of major projects register
 - Emails
- National Resources ePortal – being developed

ICN Gateway – Online Registration

The screenshot shows a Windows Internet Explorer browser window displaying the ICN Gateway website. The browser's address bar shows the URL: http://gateway.icn.org.au/project/search?projectSearchType=major_projects&project_directories=&major_projects_regions=WA&major_projects_keywords=. The website header features the ICN Gateway logo and three main navigation buttons: "Supplier search", "Project search", and "Company profiles".

On the left side, there are search filters for "Major Projects", "Choose industry", "Western Australia", and "Keywords (optional)" with a "GO" button. Below these are "Quick links" (Home, About, Info for suppliers, Info for buyers, Contact us, ICN home page) and "Other directories" (ICN Gateway). Social media icons for Facebook, Email, Twitter, Print, and More are also present.

The main content area displays "Search results" for "western australia". It includes a banner image with the text "western australia" and a globe. Below the banner, there are search controls: "Viewing: 1 to 6 of 6", "Per Page: 10 | 20 | 50 | 100", and "Order by: Open date".

The first search result is the "Gorgon Project" with a "View Full Details" link. Key information includes:

- Project Owner:** Chevron Australia Pty Ltd
- Project Value:** \$43 billion
- Project Status:** Construction
- Location:** WA, Australia
- Applications Open:** 1 Jan 2008
- Applications Close:** 1 Jan 2009

A summary paragraph states: "The Gorgon Project is Australia's single biggest resource project with an estimated resource base of more than 40 trillion cubic feet of gas and a nominal development life of around 60 years. The Gorgon Project proposes to build a Liquefied Natural Gas (LNG) production facility on Barrow Island, 70kms off the Pilbara coast of Western Australia." Further information is provided with a link to the Chevron Gorgon project's website: www.chevronaustralia.com/suppliers/becomingasupplier/gorgon.aspx.

The second search result is the "Wheatstone Project" with a "View Full Details" link. Key information includes:

- Project Owner:** Chevron Australia Pty Ltd
- Project Value:** \$25 billion
- Applications Open:** 1 Nov 2009
- Location:** WA, Australia

The Windows taskbar at the bottom shows the Start button, several open applications (Inbox - Microsoft Outlook, Calendar - Microsoft, Media & Presentations, Western Australia - I..., ICN Presentation Wo...), and the system tray with the time 3:05 PM.

AUSEN – Australian Engineering Network

- AUSEN is the leading supply network to the Oil & Gas industry in Australia
- Open network of Australian equipment and service suppliers to the Oil and Gas industry.
- Currently 44 member companies
- Garry Meier – President
- Barry Moncur – Network Manager

THANK YOU

Contact Details

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Websites

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www.projectconnect.com.au

www.icnvic.org.au

www.enterpriseconnect.gov.au